SPECIALITY
RESTAURANTS LTD.

Morya Land Mark – 1, 4th Floor, B-25, Veera Industrial Estate, Off New Link Road, Andheri (W), Mumbai - 53
Tel No. (022) 3341 6700 Fax No. (022) 3340 6878 Website. www.speciality.co.in

June 8, 2016

To,

General Manager,
Listing Operations,
BSE Limited,
P.J. Tower, Dalal Street,
Mumbai - 400 001.

Vice President,
Listing Compliance Department,
National Stock Exchange of India Limited,
'Exchange Plaza', Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051.

Dear Sir/ Madam,

Sub: Investor Presentation – May 2016.

Please find attached the following document on the above matter:-

1. Speciality Restaurants Limited – Investor Presentation May 2016.

Kindly take the above document on record.

Thanking you.

Yours sincerely,

For **Speciality Restaurants Limited**

Authorized Signatory

Name: **Avinash Kinhikar**
Designation: **Company Secretary & Legal Head**

Encl: As above

Registered Office : 'Uniworth House' 3A Gurusaday Road, Kolkata - 700019
CIN: L55101WB1999PLC090672. Tel. No. (91 33) 2283 7964/65/66. Fax No. (91 33) 2280 9282.
Email: corporate@speciality.co.in.

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Investor Presentation

May 2016

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Disclaimer

Statements made in this Presentation describing the Company's objectives, projections, estimate, expectations may be "Forward-looking statements" within the meaning of applicable securities laws & regulations. Actual results could differ from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand supply and price conditions in the domestic & overseas markets in which the company operates, changes in the government regulations, tax laws & other statutes & other incidental factors.

Strategic Overview

SPECIALITY RESTAURANTS LTD.

Enhance Dining Experience

0.93 million guests served during Q4 FY2016 (0.92 million – Q4 FY2015)

MAINLAND CHINA

sigree GLOBAL GRILL

ASIA KITCHEN by MAINLAND CHINA

Oh! Calcutta

Leverage Brand Equity

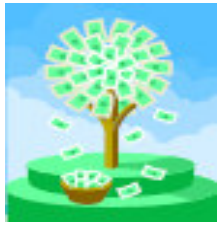
- *Pan Asia Kitchen – Refreshing Flagship Brand*
- *Building on Power Brands*

hoppipola

MEZZUNA

Sweet Bengal

Sustainable Growth & Scalability



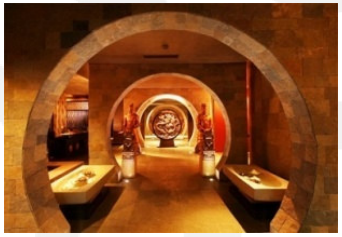
Skilled and Motivated Workforce

Footprints in New Geographies

- Foray into Middle East Market through Joint Venture
- *Early Mover Advantage*
- *Opportunistically set up Restaurants through COCO / FOCO model*

Restaurant Network Expansion

- *Sustainable Expansion Plan*
- Expansion to focus on Asia Kitchen by Mainland China
- *Strategic opening of of other brands Sigree Global Grill & Hoppipola*



SPECIALITY RESTAURANTS LTD.

Pillars of Growth – FY 2016

- ✓ **Brand Leadership**
  - Mainland China brand refresh - through *"Asia Kitchen by Mainland China"*
  - Offers South East Asia Cuisine with 60% Chinese and 40% Pan Asian Flavours
- ✓ **Sustainable Expansion Plan**
  - Total 123 Restaurants across all formats including Confectionaries *(31st March, 2016)* – new additions to drive long term growth as and when discretionary spends pick up
- ✓ **Foray into Newer Geographies**
  - Forayed into Middle East Market through JV with AL MOHANNADI Group
  - Opened restaurants in Tanzania
  - Opportunistically expand through COCO / FOCO in other regions
- ✓ **Continued Focus on Growth**
  - Maintain Footfalls and Average Cover turn-around
  - Multiple initiatives and ongoing Restaurant expansion/Sweating of assets
  - Consolidation and Transition of existing Indian brands under the umbrella of power brand Sigree Global Grill
  - Aggressively launch Casual Dining formats - Café Mezzuna and Hoppipola

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Our New Restaurants

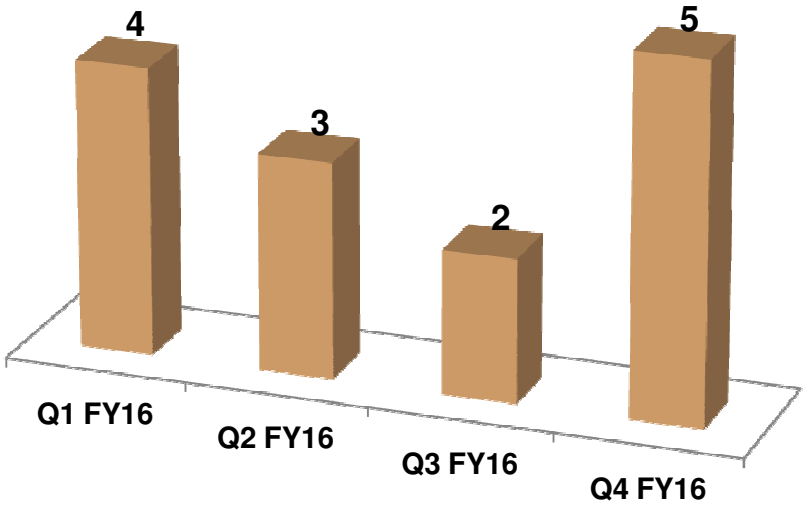
***Zoodles* – Oberoi Mall, Goregaon East, Mumbai**

***Asia Kitchen by Mainland China* – Acropolis Mall, Kolkata**

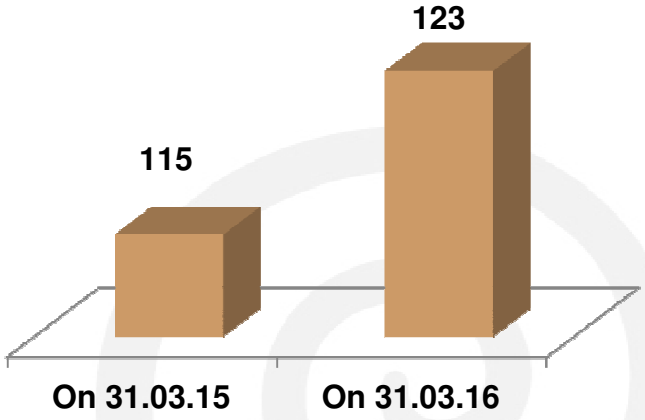
SPECIALITY RESTAURANTS LTD.

Restaurant Accretions

Restaurants Opened



Total Number of Restaurants including Confectionaries



- ✓ 5 Restaurants opened in Q4 FY16 at Mumbai and Kolkata
- ✓ Total 123 Restaurants including Confectionaries as on 31st March, 2016 out of which 105 are Restaurants across brands and 18 are Confectionary stores

The Company follows a round the clock productivity and net revenue optimization review policy and closes restaurants that do not measure up to the set parameters

Region Wise Presence – Q4 FY16

SPECIALITY RESTAURANTS LTD.

Brand	Total **	Cities
Mainland China and Asia Kitchen by Mainland China	52	22 cities in India and one in Dhaka, Bangladesh and one in Dar es Salaam, Tanzania
Oh! Calcutta	9	Mumbai, Kolkata, Delhi, Bengaluru, Gurgaon and Hyderabad
Sigree and Sigree Global Grill	17	Pune, Kolkata , Mumbai, Hyderabad, Bengaluru, Chennai, Indore and one in Dhaka, Bangladesh and one in Dar es Salaam, Tanzania
Haka	2	Kolkata
Machaan	2	Kolkata and Howrah
Flame & Grill	3	Hyderabad and Kolkata
Café Mezzuna	4	Kolkata, Mumbai and Bengaluru
Hoppipola	10	Bengaluru, Chennai, Pune, Kolkata and Mumbai
Kix, Shack and Kibbeh	3	Kolkata and Hyderabad
Zoodles – Asian Street Wok	3	Mumbai
Sub-total	**105**	
Sweet Bengal Confectionary	18	Mumbai
Total	**123***	

** This includes franchisee restaurants located in Dhaka, Bangladesh and Dar es Salaam, Tanzania, ** Data as on 31st March, 2016*

**** Franchisee Restaurant: Franchisee Owned, Company operated restaurants*

83 Company Owned and Operated Restaurants, 22 Franchisee* and 18 Confectionary outlets spread across 22 cities in India, 1 city in Bangladesh and 1 city in Tanzania**

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Key Initiatives in Q4 FY16

Marketing Initiatives

Seafood Festival at selected Mainland China Restaurants

Kebab & Curry Festival across all Sigree Restaurants

Roast and Grill Festival across all Oh! Calcutta Restaurants

The Grand Trunk Food Festival (Discover the delicious delights from Kabul to Kolkata) at Sigree

Oh! Summer (Grishher Khabar) Food Festival at all Oh! Calcutta Restaurants

Costal Cuisine Festival at Flame and Grill

Asia Kitchen Festival at selected Mainland China Restaurants

Punjabi Festival at Sigree Global Grill

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Diverse Menu Offerings

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Q4 FY16 Results

FINANCIAL ANALYSIS

SPECIALITY RESTAURANTS LTD.

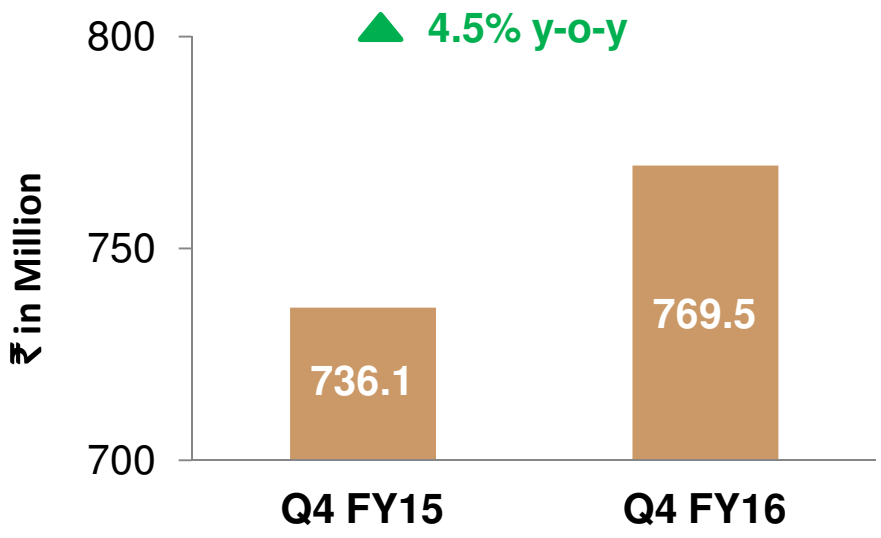
Financial Overview

₹ In Million

Sr. No	Particulars	For the Quarter ended on			Financial Year	
		31.03.2016	31.12.2015	31.03.2015	2016	2015
1	**Income from operations**					
	(a) Net Sales	755.4	832.6	721.1	3,160.0	2,903.9
	(b) Other operating income	14.1	13.2	15.0	53.5	89.9
	Total Income from operations	**769.5**	**845.8**	**736.1**	**3,213.5**	**2,993.8**
	Expenses					
	(a) Cost of materials consumed	261.7	277.5	224.4	1,055.0	940.8
	(b) Employees benefits expense	218.7	206.2	177.5	831.7	719.6
	(c) Depreciation and amortisation expense	74.5	80.1	71.1	283.3	252.2
	(d) Other expenses	178.9	168.9	160.0	672.4	606.3
	(e) Lease Rent	121.1	121.3	98.5	482.9	435.9
2	**Total Expenses**	**854.9**	**854.0**	**731.5**	**3,325.3**	**2,954.8**
3	**Profit from operations before other income and finance costs (1-2)**	**-85.4**	**-8.2**	**4.6**	**-111.8**	**39.0**
4	Other Income	11.2	14.1	18.1	83.0	77.0
5	**Profit from ordinary activities before finance costs (3+4)**	-74.2	5.9	22.7	-28.8	116.0
6	Finance costs	0.1	0.1	0.2	0.5	0.8
7	**Profit from ordinary activities before tax (5-6)**	-74.3	5.8	22.5	-29.3	115.2
8	Tax expense	-34.0	-4.2	3.1	-31.9	20.7
9	**Net Profit after tax (7-8)**	**-40.3**	**10.0**	**19.4**	**2.6**	**94.5**

SPECIALITY RESTAURANTS LTD.

Total Income from Operations



Increase in Total Income from Operations due to :

✓ *Revenues from new restaurants opened during the period*

✓ *Positive response to brand refresh & innovative formats*

Total Restaurant Network at 123 including Confectionaries as on 31st March, 2016

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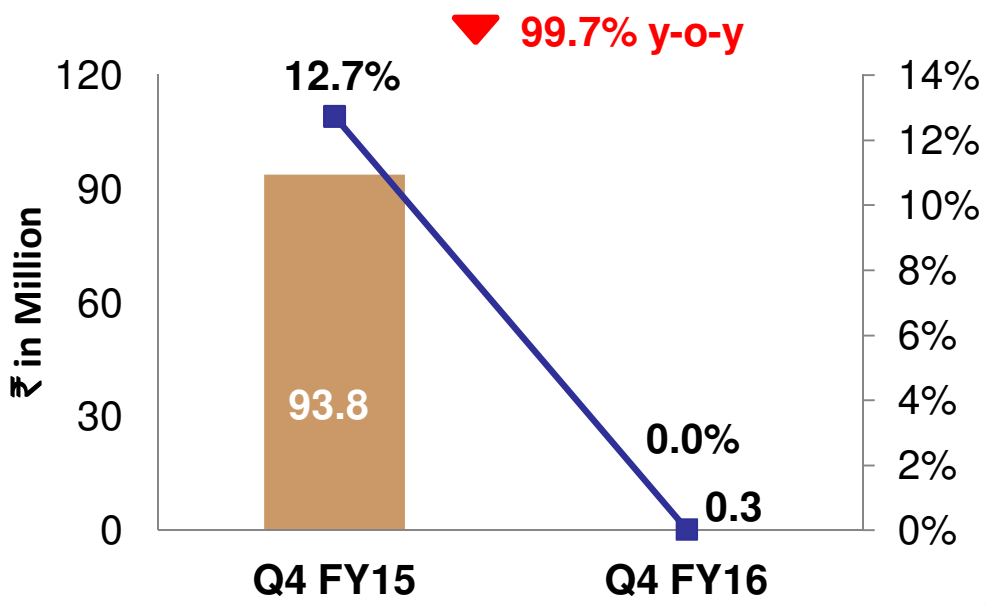
EBIDTA & EBIDTA Margins (%)



Lower EBIDTA Margins primarily due to :

- ✓ *Lower revenue at same restaurants y-o-y*
- ✓ *Extended breakeven period of new restaurants*
- ✓ *Rise in input costs*

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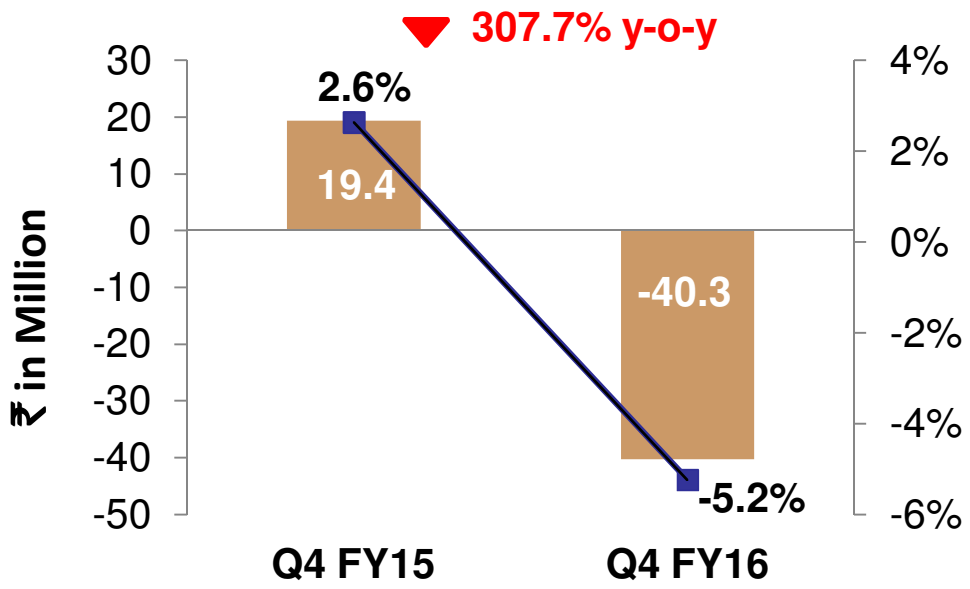
PAT & PAT Margins (%)



Profit After Tax decreased primarily due to :

- ✓ *Pressure on Discretionary Spend*
- ✓ *Increased Operational Expenditures*

SPECIALITY RESTAURANTS LTD.

The Road Ahead

Revenues

- ✓ *Focus on sustainable growth by sweating of assets and leveraging brand equity of our flagship brand*
- ✓ *Focus on driving penetration by expanding geographies*

Innovation

- ✓ *Drive Innovation across menus to provide a unique guest experience from fine dining to fun dining*
- ✓ *Focus on delivering high quality food*
- ✓ *Innovate with indigenously developed food items thereby reducing dependence on imports*

Profitability

- ✓ *Rationalization of input costs*
- ✓ *Price hike at opportune time*
- ✓ *Continuing efforts to improve EBIDTA Margins and PAT Margins*

Focused on driving sustainable long term growth in Sales and remaining the Market Leader

Expecting Consumer Discretionary spends to improve as the economy revives

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IR Contact

For Additional Information :

Mr. Rajesh Kumar Mohta
Executive Director – Finance and CFO

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Email ID : rkm@speciality.co.in